

**EXHIBIT C  
OF  
SECOND DECLARATION UNDER 37 C.F.R. § 1.132**



## INDUSTRIAL BACK BELT MARKET 1991 - 1995

### OVERALL INDUSTRIAL MARKET

<u>YEAR</u>	<u>UNITS SOLD</u>	<u>% CHANGE</u>	<u>AVERAGE PRICE</u>	<u>% CHANGE</u>
1991	1,880,000	-	\$25.00	-
1992	5,250,000	179%	\$20.00	- 20%
1993	8,125,000	55%	\$16.00	- 25%
1994	6,000,000	- 26%	\$14.00	- 12%
1995	4,000,000	- 33%	\$13.00	- 9%

### SCHIEK INDUSTRIAL SALES

<u>YEAR</u>	<u>UNITS SOLD</u>	<u>% CHANGE</u>	<u>AVERAGE PRICE</u>	<u>% CHANGE</u>
1991	2,694	-	\$32.33	-
1992	16,442	610%	\$29.65	- 8%
1993	22,808	38%	\$27.13	- 8%
1994	17,681	- 22%	\$27.16	+ .1%
1995	16,812	- 5%	\$26.53	- 2%

\* Total market data was obtained from:

- "Back Belts" - Market Analysis and Report, by John Alden Associates. Copyright 1994.
- February 1996 Occupational Hazards. "Blind About Back Belts" by Gregg LaBar. pages 33-35.